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Hong Kong

Market Development Reports

Hong Kong Canned Food Market Brief

1999

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Report Highlights:

The Hong Kong canned food market grew at an average annual rate of 10% - 15% until 1996. Since 1996, it has been rather stagnant. The main segments include meat, fish, fruits and vegetables. Other segments such as soups are much less significant. Canned food consumption in 1997 was 172,000 MT, up from 126,000 MT in 1994. The retail sector, particularly the major supermarkets, absorbs about 75% of the total volume. Food service holds a 25% share. Food service packaging requirements need to be carefully considered. There is still potential for new products in Hong Kong.

Includes PSD changes: No
Includes Trade Matrix: No
Unscheduled Report
Hong Kong [HK1], HK

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INTRODUCTION

Introduction

The goal of this report is to provide a brief assessment of the canned food market in Hong Kong, as well as future developments.

For Hong Kong dollar currency figures, the exchange rate used is US\$1 = HK\$7.78.

Main Findings

The Hong Kong canned food market grew at an average annual rate of 10% - 15% until 1996. Since 1996, it has been rather stagnant.

The main segments include meat, fish, fruits and vegetables. Other segments such as soups are much less significant. Canned food consumption in 1997 was 172,000 MT, up from 126,000 MT in 1994.

Meat is the largest sector, followed by vegetables, fruits, and fish. Most canned food items are imported. For canned vegetables, domestic production is relatively significant.

Most imports come from China and Southeast Asia, but also the U.S., Europe and South Africa. Re-exports are predominantly directed to China.

The retail sector, particularly the major supermarkets, absorbs about 75% of the total volume. Food service holds a 25% share. Food service packaging requirements need to be carefully considered.

Despite the currently falling retail volumes, in the medium term there is still potential for new products in Hong Kong.

Market Access Statement

LABELING REQUIREMENTS

The Food and Drugs (Composition and Labeling) Regulations require food manufacturers and packers to label their products in a prescribed, uniform and legible manner. The following information is required to be marked on the label of all prepackaged food except for 'exempted items' as provided in the Regulations. Prepackaged food means any food packaged in such a way that the contents cannot be altered without opening or changing packaging, and the food is ready for presentation to the ultimate

consumer or a catering establishment as a single food item.

1 Name of the Food

- a) Prepackaged food shall be legibly marked or labeled with its name or designation.
- b) The food name should not be false, misleading or deceptive but should serve to make the nature and type of food known to the purchasers.

2 List of Ingredients

- a) Preceded by an appropriate heading consisting of the words “ ingredients”, “composition”, “contents” or words of similar meaning, the ingredients should be listed in descending order of weight or volume determined when the food was packaged.
- b) If an additive constitutes one of the ingredients of a food, it should be listed by its specific name or by the appropriate category (e.g. Preservative, artificial sweetener, etc.) Or by both name and category.

3) Indication of “best before” or “use by” date

Prepackaged food shall be legibly marked or labeled with the appropriate durability indication as follows:

- a) a “best before” (in Chinese characters as well) date; and
- b) in the case of a prepackaged food which, from a microbiological point of view, is highly perishable and is likely, after a short period, to constitute an immediate danger to human health, a “ use by” (in Chinese characters as well) date.

The words “use by” and “best before” in English lettering and Chinese characters followed by the date up to which specific properties of the food can be retained, to indicate the shelf life of the food. The “use by” or “best before” date should be shown either in Arabic numerals in the order of day, month and year (or month and year in certain circumstances) or in both the English and Chinese languages. For specific details refer to the Regulation.

Home Page: <http://www.info.gov/justice>

4) Statement of Special Conditions for Storage or Instruction for Use

If special conditions are required for storage to retain the quality, or special instructions are needed for prepackaged food use, a statement should be legibly marked on the label.

5) Name and Address of Manufacturer or Packer

Prepackaged food shall be legibly marked or labeled with the full name and address of the

manufacturer or packer, except under the following situations:

- a) The package is marked with an indication of the country of origin and the name and address of the distributor or brand owner in Hong Kong, and the address of the manufacturer or packer of the food in its country of origin has been submitted in writing to the Director of Health.
- b) The package is marked or labeled with an indication of its country of origin, and with a code marking identifying the manufacturer or packer in that country, and particulars of the code marking and of the manufacturer have been submitted in writing to the Director of Health.
- 6) Count, Weight or Volume

The food label should include the numerical count or net weight or net volume of the food.

- 7) Appropriate Language

The marking or labeling of prepackaged food can be in either the English or the Chinese language or in both languages. If both the English and Chinese languages are used in the labeling or marking of prepackaged food, the name of the food and the list of ingredients shall appear in both languages.

Exempt from labeling regulations: Individually wrapped confectionery products and preserved fruits intended for sale as a single item; Prepackaged foods for sale to catering establishments for immediate consumption and those containing more than 1.2 percent alcohol by volume.

Under the amended Food and Drugs (Composition and Labeling) Regulations, it is illegal to sell any food after its “use by” date. Furthermore, any person who, other than the food manufacturer or packer or without their written authorization, removes or obliterates any information on the label required under these regulations also commits an illegal act.

IMPORT DUTIES

Hong Kong is a free port which does not impose any import tariffs on products with the exception of four dutiable products: liquor, tobacco products, hydrocarbon oils and methyl alcohol. Local importers have to apply for a licence from the Hong Kong Customs and Excise Department for the importation of dutiable commodities. In addition, a licenced importer has to apply for a permit for each and every consignment. The current duties are as follows:

Cigarettes per 1000 sticks	US\$98.45
Cigars per kg	US\$126.74
Beer & liquor with less than 30% alcohol	: 30%

Liquor with more than 30% alcohol : 100%

All wines: 60%

SEGMENTATION

A great variety of canned food is available in the Hong Kong market. The main segments include:

- c Canned Food
- C Canned Fish
- C Canned Fruits
- C Canned Vegetables.

Other canned food items such as baked beans, curries, spaghetti and soups are represented in much lower volumes.

CANNED FOOD

CANNED MEAT

Ham
Luncheon Meat
Corned Beef
Sausages

CANNED FISH

Sardines
Chinese Fish
Other

CANNED FRUITS

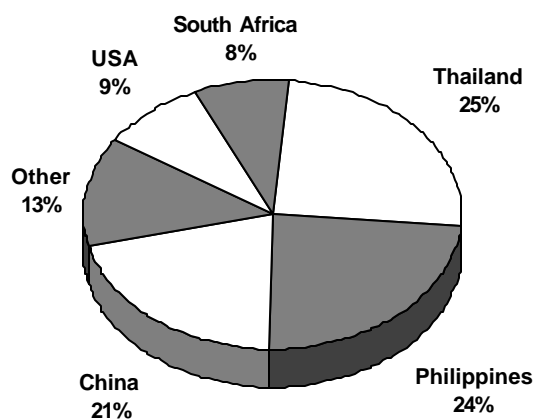
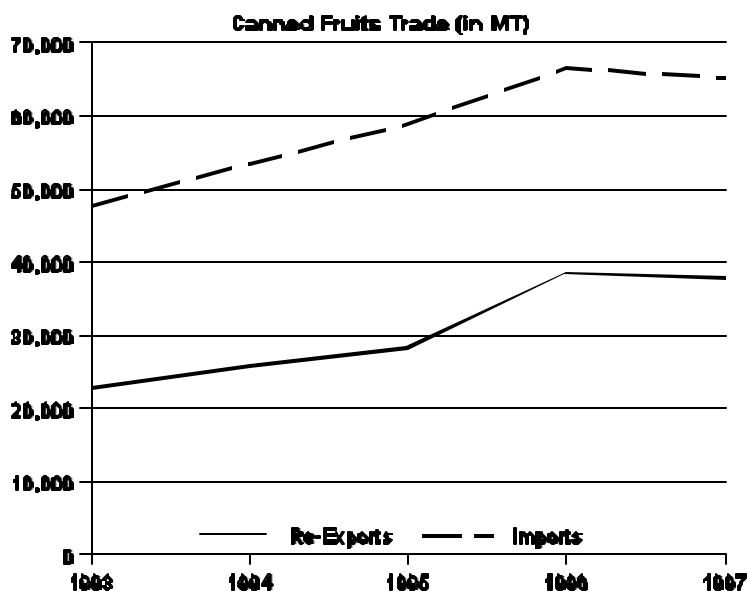
Sliced Pineapple
Halved Peaches
Fruit Cocktail
Cherries

CANNED VEGETABLES

Peas and Beans
Sweet Corn
Asparagus
Tomatoes
Mushrooms
Bamboo Shoots
Pickled Cabbage

PRODUCT TRADE - CANNED FRUITS

- # Canned fruit imports grew at an average rate of 10% - 13% a year between 1992 and 1996, but declined slightly in 1997.
- # Local consumption has been about 42% of total imports, i.e. 27,000 MT in 1997.
- C Canned fruits have traditionally been imported from Thailand (25% share), Philippines (24%), China (21%), U.S. (9%) and South Africa (8%).
- # In 1997, re-exports of canned fruits were directed to as many as 58 countries. China alone, however, absorbed 74% of the total volume.



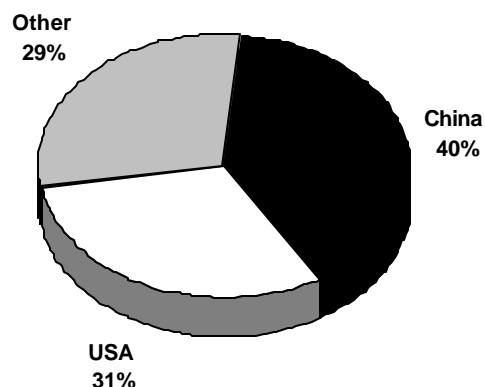
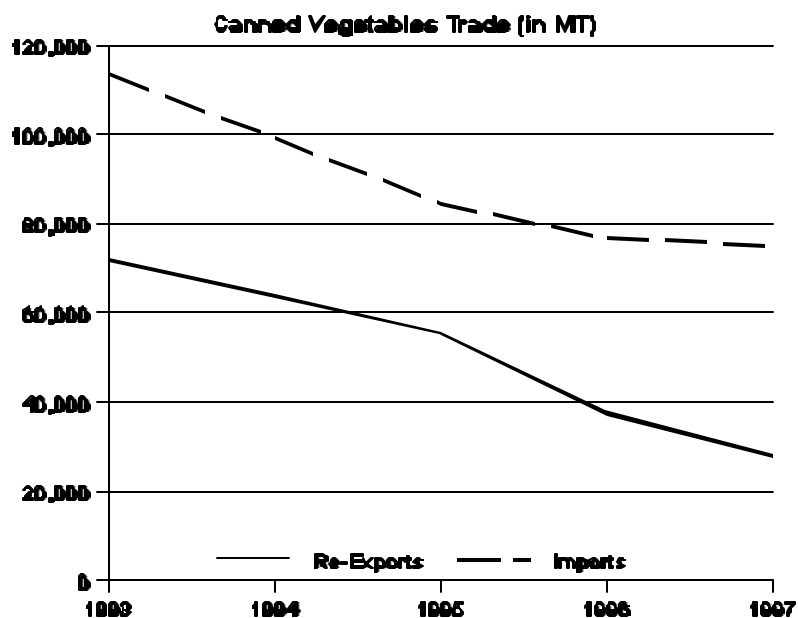
Canned Fruit Imports 1997

65,124 MT

Source:
HKCSD

PRODUCT TRADE - CANNED VEGETABLES

- # Imports of canned vegetables had been declining steadily over the past 5 years, and leveled off at about 75,000 MT a year in 1996.
- C China has been the biggest exporter of canned vegetables to Hong Kong, supplying about 40% of the total volume. The U.S. share of imports has also been significant, standing at 31% in 1997.
- # Re-exports have been falling even more steeply, from 72,000 MT in 1992 to less than 28,000 in 1997. This is due to the fact that many manufacturers have set up operations in China in recent years.
- C Nonetheless, Mainland China still consumes about 65% of the re-exports. It is followed

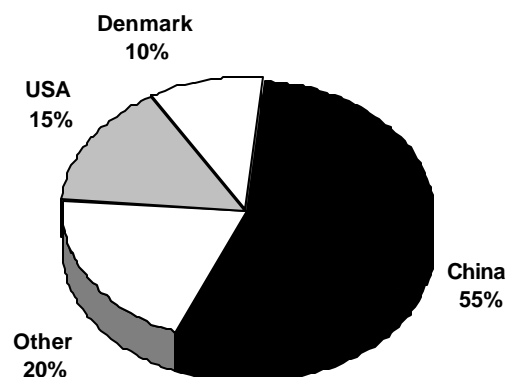
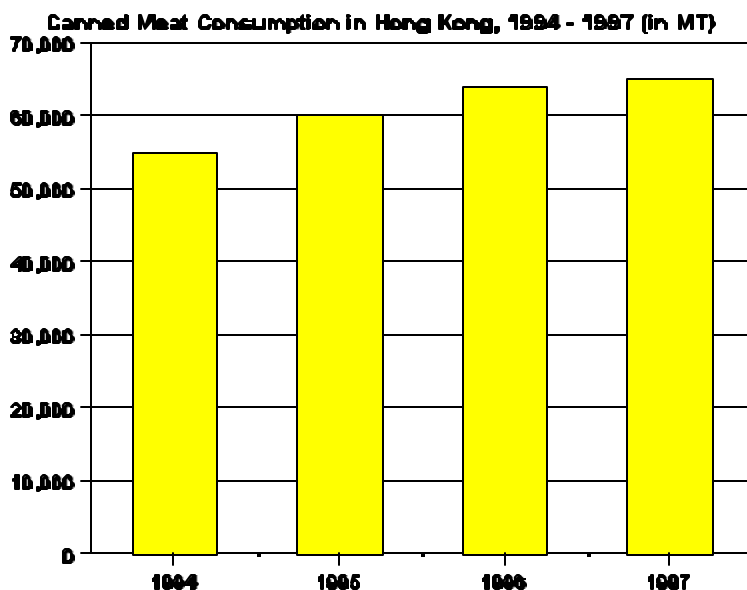


Canned Vegetables Imports 1997
75,180 MT

Source:

PRODUCT TRADE - CANNED MEAT

- # Between 1993 and 1996, imports of canned meat grew at an annual rate of 7% - 10%, but became stagnant in 1997.
- C Major exporters of canned meat to Hong Kong include China (55%), the U.S. (15%) and Denmark (10%)
- # Re-exports have been declining in recent years, with increasing volumes of meat being canned in China rather than imported via Hong Kong.
- C China has traditionally consumed the largest share of Hong Kong canned meat re-exports.
- # Domestic production of canned meat has rarely exceeded 5% - 6% of total consumption in the

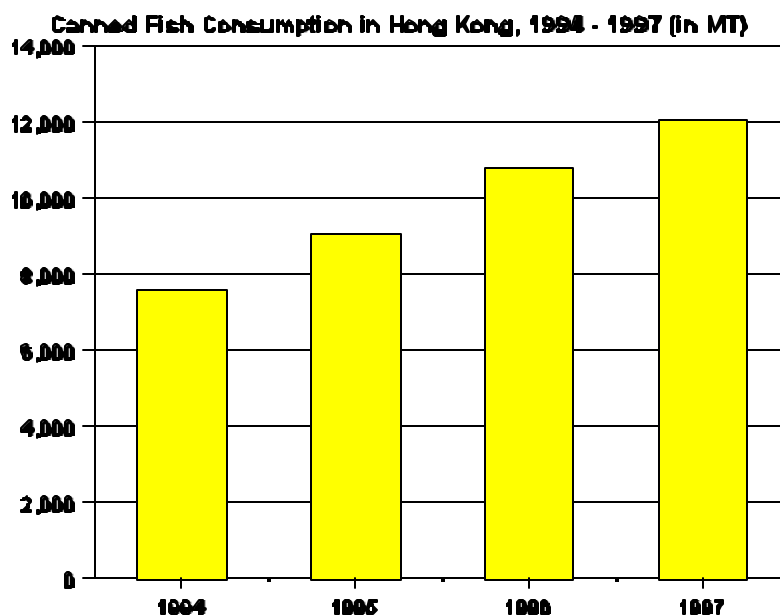


Canned Meat Import Structure

Source:
HKCSD

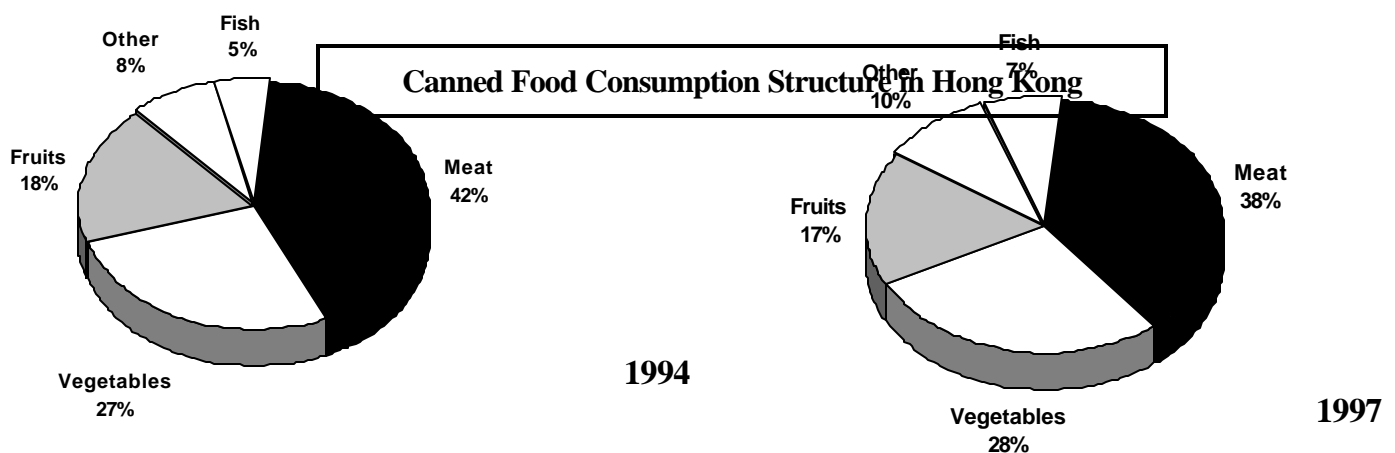
PRODUCT TRADE - CANNED FISH

- # Both imports and re-exports of canned fish in Hong Kong only represent a small fraction of the total canned food volume.
- C Consumption of canned fish has been growing quite vibrantly, from 7,600 MT in 1994 to 12,000 MT in 1997. Nevertheless, the overall share of canned fish within the total consumption of canned food has increased only slightly, to about 7% in 1997.
- # Most imports originate in China, Thailand, Japan, and Morocco.
- # Domestic production of canned fish has been very low, with most suppliers setting up production and packaging facilities in China.



CANNED FOOD CONSUMPTION

- # Overall, local consumption of canned food in Hong Kong in 1997 amounted to about 172,000 MT.
- # Demand for canned food has been increasing steadily in recent years at an annual average growth rate of 10% - 12%.
- # Demand in 1997, however, had been flat from 1996. This is mainly due to a worsening economy which affected the entire food service sector in the last quarter of the year.
- # Domestic production (only significant for the vegetables segment) is similar in volume to exports, i.e. it amounts to 6% - 7% of total imports volume.
- # Canned meat is largely supplied from China, but also the U.S. and Europe.
- C Canned fish comes almost exclusively from imports, mostly from China and Southeast Asia, but also Africa and South America.
- C The majority of canned fruits originate in Southeast Asia and, to some extent, South Africa.
- C Canned vegetables are the only sizable segment in domestic production (63%). Other vegetable products come under supermarket-owned brands as well as from U.S. and European imports.
- C Other types of canned food such as canned soups are clearly dominated by Campbell Soups Australia.



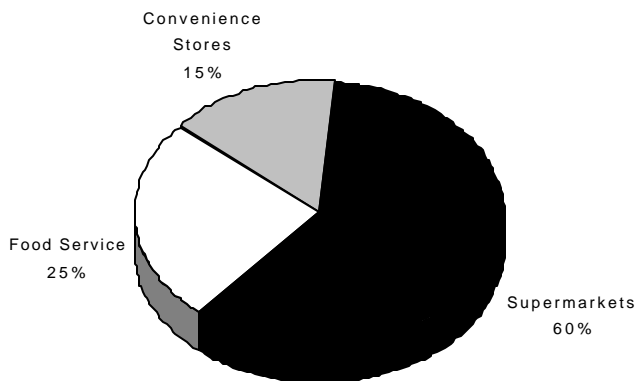
Source: ESCL

SEGMENTATION

Product Category	Major Brands (Suppliers)	Historical Growth (1993 - 1997)	Outlook (1998 - 2000)	Comments
Canned Meat	<ul style="list-style-type: none"> Ⓒ Great Wall Ⓒ Ma Ling Ⓒ Tulip Ⓒ Libby's (McNeill & Libby's) 	<ul style="list-style-type: none"> Ⓒ Maintained consistent growth up to 1996. Ⓒ Overall share has been gradually declining. 	<ul style="list-style-type: none"> Ⓒ Will continue to dominate the retail sector. Ⓒ May lose some more share to new products. 	<ul style="list-style-type: none"> Ⓒ Chinese brands dominate the retail sector. Ⓒ Tulip enjoys a stable position in the market.
Canned Fish	<ul style="list-style-type: none"> Ⓒ Pearl River Ⓒ Del Monte (Polybrands) Ⓒ John West Ⓒ Red Marubean 	<ul style="list-style-type: none"> Ⓒ Consumption growing rapidly until 1997. Ⓒ Total share has remained very low. 	<ul style="list-style-type: none"> Ⓒ Will continue to increase its overall share of canned food demand. 	<ul style="list-style-type: none"> Ⓒ Chinese and Southeast Asian brands dominate.
Canned Fruits	<ul style="list-style-type: none"> Ⓒ Del Monte (Polybrands) Ⓒ S & W Ⓒ Dole 	<ul style="list-style-type: none"> Ⓒ Defeating predictions of speedy decline. Ⓒ Introducing new products and supermarket-owned brands. 	<ul style="list-style-type: none"> Ⓒ Expected to sustain its market share, largely owing to the convenience provided by supermarket-owned brand products. 	<ul style="list-style-type: none"> Ⓒ Del Monte is the market leader. Ⓒ S & W as well as private brands owned by supermarkets becoming a success.
Canned Veggies.	<ul style="list-style-type: none"> Ⓒ Del Monte (Polybrands) Ⓒ Heinz (H.J.Heinz Co. Australia) Ⓒ S & W 	<ul style="list-style-type: none"> Ⓒ Growing fast until very recently. 	<ul style="list-style-type: none"> Ⓒ Expected to remain stagnant in the near term, with producers in Europe and the U.S. hoping to gain more market share 	<ul style="list-style-type: none"> Ⓒ Same as above.
Other	<ul style="list-style-type: none"> Ⓒ Campbell (Campbell Soups Australia) Ⓒ Swanson (Campbell's Soup Co. USA) Ⓒ Knorr 	<ul style="list-style-type: none"> Ⓒ Rather flat, but may have taken away some share from canned meat. 	---	<ul style="list-style-type: none"> Ⓒ Great product variety.

SEGMENTATION BY PRODUCT TYPE

- # Canned meat and fruits dominate the retail sector while canned vegetables and other, less significant types of canned food such as dressings prevail in the food service sector.
 - # Combined with canned fish, canned meat continues to be the dominant kind of canned food in Hong Kong, although its share of the total market has declined by about 15-20% over the past three years.
 - # Canned soups, although rather stagnant in terms of generating more demand, are available in a multitude of product types.
 - # The market shares occupied by canned fruits and vegetables have changed only slightly in recent years.
- C In the past, market research findings suggested that canned fruit consumption was about to decline drastically as the traditional Chinese preference for fresh foods would be complemented by new levels of health consciousness.
- C At the same time, the popularity of canned vegetables, derived from its great reduction



Canned Food Distribution Channels

*Source:
HKCSD*

PRODUCT SUPPLY

The most important suppliers of canned meat and fish in Hong Kong include:

MEAT Brand	Market Share
Great Wall	27%
Ma Ling	25%
Tulip	18%
Libby's	10%
Other	20%
<i>TOTAL</i>	<i>100%</i>

FISH Brand	Market Share
Pearl River	15%
Del Monte	12%
No Frills*	10%
John West	10%
Red Marubean	8%
Sea Pearl	7%
Hyde Park	5%
Other	33%
<i>TOTAL</i>	<i>100%</i>

* No Frills is a private brand of Wellcome Supermarket.

PRODUCT SUPPLY

Major players in the canned fruits and vegetables segments are:

FRUITS Brand	Market Share
Del Monte	45%
S & W	15%
Park’N Shop#	10%
Dole	8%
Other	22%
<i>TOTAL</i>	<i>100%</i>

VEGETABLES Brand	Market Share
Del Monte	25%
Park’N Shop#	15%
S & W	10%
Heinz	8%
Hyde Park	7%
No Frills*	5%
Campbell’s	5%
Other	25%
<i>TOTAL</i>	<i>100%</i>

* No Frills is a private brand of Wellcome Supermarket.

Park’N Shop is a private brand of Park’N Shop Ltd.

Park’N Shop and Wellcome are the two major supermarket chains in Hong Kong, each operating around 200 stores.

DISTRIBUTION

- # Canned food is distributed in Hong Kong through three channels:
 - C Supermarkets (chain supermarkets and some department stores)
 - C Food service sector (restaurants, hotels, etc.)
 - C Corner stores (located in every residential district in Hong Kong).
- # Supermarkets represent the largest segment in canned food distribution. They account for 60% of total canned food demand in Hong Kong.
 - C The supermarkets' share of the distribution market is growing, as the two main supermarket chains, Park 'N Shop and Wellcome, have been very successful in promoting and expanding their own private brands of canned food.
- # Food service accounts for 25% of total canned food demand in Hong Kong.
 - C The food service sector is experiencing a decline which is due to the current economic problems affecting much of Asia.

DISTRIBUTION CHANNELS

Following is a brief analysis of the distribution channels for canned food:

Distribution Channel	Product Offering	Comments
Supermarkets	C All segments of canned food	C Household purchases C Growing market share C Chinese brands and Campbell dominate
Food Service	C Canned vegetables C Other canned products	C Declining market demand, affected by a weak economy C Del Monte and Heinz enjoy a stable market position
Corner Stores	C Canned meat C Canned vegetables	C Flat or declining market share C Primarily serving local area households C Chinese brands dominate

DISTRIBUTION CHANNELS - RETAIL

The retail sector includes chain supermarkets, large-scale department stores, and corner stores.

Segment	Key Players	Market Positioning and Comments
Chain Supermarkets and Department Stores	C Wellcome C Park'N Shop C Guangnan C Dah Chong Hong C CRC C Hong Kong Seibu C Jusco C Sogo	C The most important segment in this channel. C Take-home purchases. C Wellcome and Park'N Shop are serious competitors, and hold similar market shares. Together they constitute about 75% of this sector. C The general strategy has been to expand market scope by increasing the number of outlets, especially with the current slump in Hong Kong real estate prices.
Food Service Sector	C Restaurants C Hotels C Other Catering Services	C Declining business in 1997.
Corner Stores	C Seven Eleven	C Flat or slightly declining market share.

DISTRIBUTION - FOOD SERVICE

Segment	Players	Market Positioning	Outlook
Restaurants	<ul style="list-style-type: none"> Ⓒ Big restaurants like Dun Wong, Palace, Hanbo etc. Ⓒ Presently there are over 10,000 restaurants in Hong Kong 	<ul style="list-style-type: none"> Ⓒ Overall business in 1997 declining by 30% - 40% affecting demand for canned food Ⓒ A number of food service establishments had gone out of business by the end of 1997 	<ul style="list-style-type: none"> Ⓒ Unfavorable trends continued in 1998 Ⓒ A recovery expected in 1999
Hotels	<ul style="list-style-type: none"> Ⓒ Presently there is a total of more than 1,500 hotels in Hong Kong including over 120 hotels in the 3-, 4- and 5-star category 	<ul style="list-style-type: none"> Ⓒ Overall business declining in 1997 	<ul style="list-style-type: none"> Ⓒ Unfavorable market situation in 1998
Other Catering Services	<ul style="list-style-type: none"> Ⓒ Business in 1997 and 1998 impacted by recession and Asian financial crisis 	<ul style="list-style-type: none"> Ⓒ Business in 1997 and 1998 shrinking 	<ul style="list-style-type: none"> Ⓒ Negative impacts of the economic crisis (with the tourist industry severely affected) to continue in the near term

COMPETITION

- # Del Monte, distributed by Polybrands International, is the key player in both the canned fruits and the canned vegetables markets. It also enjoys a stable share of the canned fish market.
- # The two major supermarket chains, Wellcome and Park 'N Shop, import about 90% of their canned products directly, and have been aggressively promoting their own private brands of canned food.
 - C The two supermarkets dominate the Hong Kong food retail sector. However, with high listing fees, costly shelf space, and difficult price specials requirements, they may be extremely hard to penetrate.
- # Mainland Chinese brands such as Great Wall and Ma Ling are ubiquitous and mostly geared toward the low-end consumption sector.
- # The Asian financial crisis, which erupted in the fall of 1997, has left many Asian countries with drastically devalued currencies, making exports very cheap, and resulting in a surplus of modern production facilities. Their exporters will try very hard to capitalize on this situation and direct their products to Hong Kong as a relatively more stable economy of the region.
- # Even some of the most successful distributors and agents in Hong Kong have in recent years suffered from parallel imports and counterfeit products, mostly coming from China. One major distributor commented that these problems have totally upset their business.

PACKAGING

- # Canned food packaging in Hong Kong is quite standard. The weight of most cans that are available in the retail sector falls between 150g and 450g.
 - o Currently, with falling retail sales, consumers might in some cases appreciate being provided with family-size value packs that offer good value for money.
- # The situation is different in the food service sector. Both hotel chefs and purchasing managers at major airlines have observed that many types of canned food, but particularly vegetables and condiments, which are used the most widely in this sector, are hard to find in suitably sized packages. This would mostly apply to 1.2 - 1.5KG cans, commonly referred to as A10 cans.
- # Appropriate and informative labeling is very important. Consumers' proficiency in English may vary widely, therefore bilingual labeling is the desirable option. English-only or Chinese-only texts on the package may easily deter some buyer groups.
 - See "Rules and Regulations" (p.20) for further details.

PRICING

(US\$1 = HK\$7.78)

Brand	Product	Price (HK\$)
<i>Great Wall</i>	Corned Beef 340G	9.9
<i>Ma Ling</i>	Pork Luncheon Meat 198G	4.8
<i>Tulip</i>	Cocktail Sausages 125G	10.2
<i>Libby's</i>	Corned Beef 198G	15.7
<i>Pearl River</i>	Fried Dace 227G	8.6
<i>John West</i>	Pink Salmon 213G	18.9
<i>Red Marubean</i>	Mackerel Fillets in Oil 125G	8.7
<i>Del Monte</i>	Sardines in Tomato Sauce 425G	17.2
<i>Campbell</i>	Cream Style Corn With Chicken Soup 312G	7.8
	French Onion Soup 298G	8.2
<i>Campbell's</i>	Home Cooking Country Veg. 190Z	13.8
<i>Heinz</i>	Weight Watcher Vegetable Soup 295G	8.7
<i>Knorr</i>	Clear Chicken Broth 411G	6.2
<i>Del Monte</i>	Sliced Pineapple in Heavy Syrup 836GM	10.1
	Fiesta Fruit Cocktail 300Z	11.8
	Peach Halves 15.25OZ	10.7
<i>S & W</i>	Sliced Pears in Juice 454G	10.9
	Fruit Cocktail in Juice 454G	12.8
<i>Dole</i>	Chunked Pineapple in Syrup 234G	3.2
<i>Del Monte</i>	Sweet Peas 241G 8.5OZ	6.2
	Cut Green Beans 411GM	8.7
	Asparagus Spear Tips 12OZ	23.5
<i>S & W</i>	Red Kidney Beans 432G	7.8
	Whole Peeled Tomatoes 411G	7.8
<i>Heinz</i>	Baked Beans 205G	4.9
<i>Campbell</i>	Snow Cabbages 185G	4.9

MARKETING AND PROMOTION

- # Canned food products have not been frequently advertised on television.

- # Supermarkets and department stores, in conjunction with the suppliers, offer discounts and specific packages as a form of promotion.
 - C Products like Del Monte, Campbell etc, are periodically offered at reduced prices to increase consumer purchases and also to help the supermarkets in stock clearance.

- # In the food service sector, there has not been specific promotion.
 - C Severe competition has resulted in price wars where most suppliers reduce prices to increase sales.

RULES AND REGULATIONS

- # As Hong Kong is a free port, there are no import duties on canned food.

- # However, other regulations apply, as follows:
 - C A health certificate from the country of origin is recommended to certify that:
 - The products were manufactured and packed under proper hygienic conditions as approved by the origin country, and samples inspected by a method approved by that country.

- # The local health department will conduct sampling and analysis upon arrival of food and beverage shipments. Therefore, appropriate correspondence between the importer and the health ministry is necessary.

- # Packaging requirements must comply with the Hong Kong Food and Drug Regulations, which includes proper labeling of item, ingredients, shelf-life, storage and care instructions, and other product specifications including volume and weight, and manufacturer's/packer's name and address.

- # Details of import regulations can be obtained from the Hong Kong government, Department of Health at Wu Chung House, 18th Floor, 213 Queen's Road East, Wanchai, Hong Kong.
 - C Also, the Health Department provides telephone hotline service for import regulations at (852) 2380-2580 and direct facsimile at (852) 2845-0943. On the Internet, you can find more information at www.info.gov.hk/gsd/index.htm.

RECOMMENDATIONS

- # In Hong Kong, convenience in terms of product availability and packaging is of utmost importance.
 - C Major supermarkets, which are the most convenient shopping outlets, provide their shelf space at a very high cost.
 - C New entrants should also bear in mind that they will have to compete in the marketplace with the supermarkets' own private brands, and their highly sophisticated and cost-effective production, packaging, and distribution mechanisms.
 - C Packaging should not focus solely on the main retail sectors. Larger-size cans may be very much appreciated by the food service sector, which holds 25% of the total market.
 - C More attention needs to be given to Chinese-language labeling and bilingual labeling.
- # Competition from other Asian countries and their ever cheaper exports is going to intensify. Parallel imports are also a concept to reckon with.
- # Retail sales in Hong Kong have been falling recently, but with good pricing and marketing, local consumers, who traditionally show a preference for fresh food, may indeed be willing to experiment more with canned food as long as they find it convenient and affordable.
 - C As Hong Kong's busy lifestyles increasingly dominate the local society, in the medium term there is certainly room for new products. Despite the high status afforded to fresh food, products that are economical in terms of time and money will be more and more popular in Hong Kong.

CONTACTS

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Internet Homepage: <http://www.usconsulate.org.hk/ato>

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Census and Statistics Department	http://www.info.gov.hk/censtatd/	genenq@censtatd.gcn.gov.hk
Company Registry	http://www.info.gov.hk/cr/	crenq@cr.gcn.gov.hk
Consumer Council	http://www.consumer.org.hk	cc@consumer.org.hk
Financial Secretary's Office Business and Services Promotion Unit	http://www.info.gov.hk/bspu/	bspuenq@bspu.gcn.gov.hk
Economic Services Bureau	http://www.info.gov.hk/esb	esbuser@esb.gov.hk
Trade and Industry Bureau	http://www.info.gov.hk/tib/	--
Department of Health Headquarters Clinical Genetic Service Government Virus Unit	http://www.info.gov.hk/gsd/index.htm -- --	dhenq@dh.gcn.gov.hk cgs@hk.super.net wllim@hk.super.net
Industry Department	http://www.info.gov.hk/id	industry@id.gcn.gov.hk
Trade Department	http://www/info.gov.hk/trade	dscsm@trade.gcn.gov.hk
Hong Kong Trade Development Council	http://www.tdc.org.hk	hktdc@tdc.org.hk